



# ME2817 Growth- Managing Your Firm 7.5 credits

Tillväxt

This is a translation of the Swedish, legally binding, course syllabus.

## Establishment

Course syllabus for ME2817 valid from Autumn 2017

## Grading scale

A, B, C, D, E, FX, F

## Education cycle

Second cycle

## Main field of study

Industrial Management

## Specific prerequisites

Students must have a minimum of 120 university points

## Language of instruction

The language of instruction is specified in the course offering information in the course catalogue.

# Intended learning outcomes

Upon completing the course, students should be able to:

- analyse and explain why firms grow and what it means for society as a whole
- explain different kinds of resources and its importance for firm growth
- explain the concept of competitive advantage and analyse the competitive advantages of high growth enterprises
- describe the concept of international growth and explain for whom and why it may be appropriate
- describe different kinds of venture capital, use basic models of corporate valuation and argue for its importance for ventures in different growth stages
- explain the concept of exit model, for whom and why a certain exit model would be appropriate
- adapt personal goals and corporate strategies to change personal and business conditions
- argue for common challenges when deciding to expand and grow a venture
- understand and demonstrate how a company can remain entrepreneurial when entering a growth phase

## Course contents

One of the most essential question for corporations in the 21st century is how to foster a culture of continuous entrepreneurship within their organizations, and how to leverage that to develop and launch profitable innovative projects and new business activities.

This course lays the ground for student's potential to work as innovation managers, project leaders, and change agents in their future career. The course is designed to provide students with insights into the problems and opportunities involved in managing entrepreneurship in existing organizations.

The objective of this course is to provide students with insights into the problems and opportunities involved in managing growth in entrepreneurial ventures. The course is designed to introduce a series of concepts, frameworks, and heuristics that enable people to manage entrepreneurially in organisations of all sizes and types.

The course focuses on the decisions and actions owner-managers take in recognizing and choosing opportunities, obtaining and allocating resources, challenging and directing personnel, and adapting personal goals and corporate strategies to changing personal and business conditions. In this process, the course examines management challenges that are typical of different stages in the business's development – start-up, growth, change of direction, etc.

Using this framework, the course will discuss issues of particular importance to existing firms interested to grow entrepreneurially such as developing and managing entrepreneurial teams, managing employees' motivation to innovate, building and fostering a culture of entrepreneurship and innovation in the organization, and making decisions and dealing with crises as the company progresses and grows entrepreneurially.

## Disposition

The course will mix and match lectures with debates, discussions and workshops by the students as well as leaders in the field.

## Course literature

Meddelas vid kursstart till antagna studenter.

literature will be announced in connection to the start of the course and communicated to enrolled participants.

## Examination

- PRO1 - Project, 7.5 credits, grading scale: A, B, C, D, E, FX, F

Based on recommendation from KTH's coordinator for disabilities, the examiner will decide how to adapt an examination for students with documented disability.

The examiner may apply another examination format when re-examining individual students.

If the course is discontinued, students may request to be examined during the following two academic years.

The students grade will depend on three factors:

- Individual pre-class case analysis
- Literature Review
- Field report

Grading scale:

Students that successfully complete an SSES course will be graded according to the course syllabus.

Attendance is compulsory.

## Ethical approach

- All members of a group are responsible for the group's work.
- In any assessment, every student shall honestly disclose any help received and sources used.
- In an oral assessment, every student shall be able to present and answer questions about the entire assignment and solution.